

IIM - AHMEDABAD SUCCESS STORIES(Abhishek Poddar)

Institute	IIM-Ahmedabad
Name	Abhishek Poddar
Age*	20 yrs
Educational Qualification* (Degree and College)	St. Stephen's College, Delhi B.Sc(Mathematics)
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIMB, IIMC, XIM, XLRI
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Group Discussion

Topic	Case Study – Case of the dying fish (Zuari Agro case) <i>(First case in IIMA Study material)</i>
Number of Evaluators	3
Number of Participants	10
Time Duration	15-20 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Started off with 5-6 people in the same time. In the middle a bit chaotic.</p> <p>One evaluator intervened And tried to calm us down. Then became very ruly.</p> <p>Proper flow of ideas.</p> <p>Jot down issues raised – 2-3 minutes for that.</p>
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Comments on your performance in the GD

I thought I had done well.

I started off the case study – I had read the case before and so I knew about the case. I felt that it was pretty impressive.

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Interview Process

Number of evaluators	3
Time duration	25-30 mins

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Description of the Interview (Questions asked and your response) – please elaborate

Q: (we were asked to get xerox of marksheets – I went without them) How can you come without your marksheets. What happens when you become a manager and continue to be so careless?

A: Sir, it is totally my fault – no one else has to blame for it. I admit it is a gross blunder on my part.

Q: Who stands to lose?

A: I

Q: Only you? Who else will lose?

A: I and the company I will be working for.

Q: Not just you and your company – who else would lose?

A: (after some thought) I think it will be a multiplier effort – the society, the country also would lose.

Q: Express the repercussion that your carelessness would have on society mathematically.(since I have mathematics background)

Q: Sir, the repercussion cannot be captured in mathematics equations – there is a lot of difference between theory and reality. I don't think that mathematics would be able to express the repercussion of my actions on the society.

Q: Try to express as a mathematical equation.

A: (After thinking for sometime)

$$R = e^{(-kT)}$$

Q: What are the terms used?

A: R : Repercussion ; k : constant term; t : a parameter which is defined by four variables.

Q: What are the four variables?

A: (gave them four variables – and the interviewers were visibly impressed)

Q: Tell us two examples which are similar to Zuari Agro?

A: Talked about 1) the Narmada Dam project and 2) Enron Project

Q: What are your extracurricular activities?

A: I had worked for Social Service League – which is a college society involved with social causes.

Q: Why are you interested in Social causes?

A: Makes me happy and satisfied...

Q: What was your role in the organisation?

Q: Will you be able to do similar things after MBA?

Comments on your performance in the Interview

Second part about examples similar to Zuari Agro went very well.

Thought it was okay.



IIM - AHMEDABAD SUCCESS STORIES

Institute	IIM-Ahmedabad
Name	Ajay Zener
Age*	23
Educational Qualification* (Degree and College)	B. Tech(Diary Tech.), Karnal
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

Topic	Personnel Related Case Study
Number of Evaluators	3
Number of Participants	8
Time Duration	15 mins discusion

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>CASE STUDY:</p> <p>There is a Corporate Head(HR) in a company who is very nice and gets along well with all people. People often consult him for help and advice. One person(named "A") approaches him for a job because he is right now jobless. The HR head takes the guy's qualifications and asks him to come after a week – however, since no job available, he keeps frequently postponing the job offer. A keeps visiting the HR head often and becomes his close friend.</p> <p>Then, one day, "A" confides with the HR Head " I was in prison for 18 years for a crime</p>
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that I had not committed. When two years remaining of the sentence, I ran away from jail. Even now, police is in look out for me."

The HR Head tells the person to go home and that he would give him a job – however as soon as he leaves, the HR head calls up the police and gives the details of "A" and asks them to arrest "A."

Because of this betrayal of trust by the HR head, people in the organisation have started losing faith in him A senior person in the office complains to the VP that the HR head has "broken faith" – so, others could not come to him.

Assume that you are the VP of the company. What would you do about the situation?

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GD Description:

Very structured GD, no chaos and very smooth.

Everybody spoke and put forth points

People also gave an introduction before starting

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Comments on your performance in the GD

The professors usually keep moving about and stand close to the persons talking – so, the GD does not degenerate to a fish market.

IIMA GDs do not look for a solution but at different viewpoints.

I talked the least in the GD – but I was the only person in the whole group who got selected. Maybe that was because I made good points.

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Interview Process

Number of evaluators	3(only 2 asked questions, the thrid only looked through certificates.)
Time duration	25 mins

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Description of the Interview (Questions asked and your response) – please elaborate

Q: Academics related questions for 10 mins.

Q: Which dairy product do you like the most(because I am from Dairy Tech)

A: Asido-philous milk.

Q: Why do you like this product?

A: This product is made only in India and in Karnal.

Q: What are the characteristic of products and how are they different from actual milk. How is it pasteurised and what are the problems faced in pasteurisation?

Q: How is cheese made?

Q: What are the micro-organisms used for making cheese.

Q: What is your favourite micro-organism?

Q: Question on different cycles – Kerb cycle, Electron transport chains, Browning equations

A: I was able to give a brief answer to what these cycles were about.

Q: Please draw the Browning Equation on paper.

Q: Sorry sir, I have a very limited knowledge of Browning Equation. I cannot draw it on paper.

Q: In 1991,. Yoghurt was launched as a complete milk product. However, it flopped in the market. How would you market "Yoghurt" in case you were the marketing manager?

A: Yoghurt is not consumed in India traditional – I feel that to make it popular, it should be made as close to curd as people identify with the taste. Yoghurt is used as a dessert but curd is taken during meals. If we use "Yoghurt" as a dessert, then it would compete with ice-creams and not the usual milk products.

Q: What do you mean by animal husbandry?

A: Do not know as I have not studied as yet.

Q: So, you are not eligible for IIM-A.

A: I told them about my summer training where I did market research survey and my achievements in the project. I am good at marketing and would like to pursue the same in IIMA.

Q: If you are a collector of some district in Patna, then what are the three main social problems?

A: Population rise, illiteracy, and unemployment.

Q: What is the main problem?

A: Illiteracy

Q: How can you remove illiteracy?

A: (I am from Kerala and had seen how the illiteracy campaign was carried out there) talked about how they could go about removing illiteracy.

Q: What are the socio-political issues in Kerala?(15 mins. on Kerala)

Q: what is the illiteracy rate in India?

A: I don't know.

Q: Make a guess.

A: 54.56(the interviewers laughed as I made a guess upto two decimal places. After coming out, I realised how close I had been to the answer – the actual illiteracy rate is 54.55)

Q: Who pioneered the illiteracy program in Kerala?

A: I do not know.

Comments on your performance in the Interview

- One part of the interview related to B-Tech, remaining about Kerala.
- I never beat about the bush, when I did not know, I said so.



IIM - AHMEDABAD SUCCESS STORIES

Institute	IIM-Ahmedabad
Name	Chebiyyan. V. B. Sankar
Age*	23
Educational Qualification* (Degree and College)	B. Tech(Metallurgy) IIT – Madras
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIMB, IIMC, IIML, XLRI
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Group Discussion

Topic	Case study – Case of dying fish – Zuari Agrochemicals
Number of Evaluators	3
Number of Participants	8-9
Time Duration	25 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>CASE STUDY TOPIC:</p> <p>There is a chemical factory(for fertilisers) in Goa set up with foreign collaboration, which is releasing waste to sea. The atmosphere is getting polluted and fish are dying. People of the region who are fishermen raise a lot of hue and cry about this. Other than killing fish, it is also contaminating the agricultural lands. Th State government supports the fishermen. However the central government feels that state should view the full country’s food situation and fertiliser requirements and not close down the</p>

plant. What are your views about the case?

GD :

Very cool GD.

Not a fish market at all.

There were 6 or 7 IITM participants – so, not very aggressive, everybody put forward points and linked them to reasons(perhaps because of this, from the group, 5 got through finally).

As it was an analytical case study, so anyone could talk and look at issues from different perspectives.

Evaluators were pretty cool – no interference from them – they were watching and standing in a circle.

Comments on your performance in the GD

I got a chance to speak whenever I wanted to.

Put forth 2-3 strong points which I made(e.g. for a foreign collaboration to shut down, it could send wrong signals to the whole investor community)

Spoke 4- 5 times., and was satisfied with my participation.

In IIM GDs, there is no need to dominate, as profs want active participation and aggressiveness is not required. Make sure when you speak, others are listening – also listen to the others points to be aggressive. It is important to listen clearly in the GD as it would help you summarize later.

Interview Process

Number of evaluators	3
Time duration	20 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: Draw an Iron Carbide(FeC) phase diagram.(since I am Metallurgical Engg, this is a usually asked question)

A: I was well prepared and could draw the same easily.

Q: what is stainless steel, what is their composition?

A: Answered correctly.

Q: Find a stainless steel object in this room.

A: Looked around the room – then showed them the watchbase which is made of stainless steel.

Q: (I had participated in the Maths Olympiad and represented A.P. which was mentioned in the biodata) They gave me a problem of differential calculus

A: I could solve it easily.

Q: Suppose a ladder is sliding down when it is leaning against a wall. What is the maximum area it will enclose during falling?

A: I was able to solve this using calculus- but the answer is really simple, greatest area enclosed is when the 2 sides(the wall and the bottom) in which ladder leans are the same. If length of ladder is "L" max. area enclosed would be : $(L^2)/4$

Q: The second questioner asked me a very vague question about suns and stars which did not make any sense at all and was very abstract. Whatever I answered, he said no.(maybe he wanted to check out whether I am open to others points of views when I am not sure)

A: After sometime, I admitted that I did not really understand the question.

Q: (I read newspapers about politics – mentioned in Biodata) What is the performance of parties in AP?

Q: why is Chandrababu Naidu not doing well in the present elections(that was a couple of years ago)?

Q: Tell us about the Naxalite problem in the state.

A: Answered well

A: Would you like to have a look at my certificates?(I asked them this question for a change...)

Q: Yes – they took the certificates and glanced through them

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Comments on your performance in the Interview

Fill up the form very well and carefully - the questions are asked about that.

The interviewers are not testing your analytical skills etc. I feel that they would like to know more about your communication skills.

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IIM - AHMEDABAD SUCCESS STORIES

Institute	IIM-Ahmedabad
Name	Malavika Pillai
Age*	20
Educational Qualification* (Degree and College)	B.A. (Hons) Economics, Hansraj College, D.U.
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIMs- B,C,L, I,K, FMS, SP Jain
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Group Discussion

Topic	Case Study
Number of Evaluators	3
Number of Participants	6
Time Duration	12 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>CASE STUDY:</p> <p>There is a textile company which has shifted to a new place. In the new place, when the company hired people from the companies which were already functioning there. These workers were not being treated well by the existing companies and are ready to join the relocated textile company.</p> <p>However, the management of the existing companies have threatened to block the raw</p>
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material supply if the relocated company poaches its workers.

What should the relocated company do? Should it ask the newly employed workers to go back? How should it recruit people?

GD Details :

Very quiet, possibly because most participants knew each other.

Quality seemed to be very high; the most talkative members did not get selected.

Comments on your performance in the GD

Okay, knowing fellow participants really helped.
Quality of points made is very important.
Before GD, introduce yourself to everybody and talk by name.

Interview Process

Number of evaluators	3
Time duration	10 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: What do you like about Delhi?
Q: What do you mean by Diamond Water paradox?
A: Answered correctly
Q: Gave me a cost function and asked to draw average and marginal cost.
A: Was able to answer
Q: Why do you not want to do a masters in economics?
A: I would like to apply economics and not to go more into theoretical aspects of the subject.

Q: It you got admission abroad, why do you not want to go?

A: I don't have the money to do an MBA from the USA. Also, I have got admission into MS and I am not interested in that. I am more interested in doing an MBA from IIM-Ahmedabad.

Q: What is the difference between Padmabhushan and PadmaBibhushan?

A: Don't know.

Q: What are your parents' occupations?

Q: What is your favourite subject?

A: Development Economics.

Q: How much do you know about the rural sector in India?

Q: What about the dairy sector?

A: India is the largest producer of dairy products in the world.

Q: What do you know about the productivity of Indian cows?

A: It is pretty low.

Q: What do you know about Ahmedabad other than IIMA?

A: NIIT, SIFT, Malaika Sarabai

Q: Why not IIM-Indore?

A: Indore is an excellent place and even faculty from IIMA have gone to IIM-Indore. But the infrastructure is not good as yet.

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Comments on your performance in the Interview

I was very tense – so messed up some very easy questions. But they seemed to realise it, and did not pressurise me at all.

The interviewers were usually with expressionless faces and did not show much interest in the selection procedure.

It is very important that you know about IIM-Ahmedabad. Do check out their web-site.

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IIM - BANGALORE SUCCESS STORIES

Institute	IIM – Bangalore
Name	K. Jai Vinayak
Age*	25
Educational Qualification* (Degree and College)	B. E. REC Trichy,
Work Experience(Years)*	10 months
Work Experience(Company)*	DCM- Data Systems

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIMC, IIML
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Group Discussion

Topic	Education system in India
Number of Evaluators	2
Number of Participants	8
Time Duration(mins)	25 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<ul style="list-style-type: none">• should education system be forced upon children?• Women’s education issues?• Reservations• Capacity constraints in India

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Comments on your performance in the GD

- I did not raise any issues as such, but was sort of trying to moderate the discussion.

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Interview Process

Number of evaluators	2
Time duration	30 mins(approx)

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Description of the Interview (Questions asked and your response) – please elaborate

Q: (As the interviewers did not know about the company where I had worked) What was your company, what did they make, market size, who were the promoters etc.

A: I was asst. sales manager in Delhi – sometimes I took part in sales pitches etc. Customer feedback collected and given to boss.

Q: Questions on Family Background

A: dad in government service – I had been all over India.

Q: What is your domicile state?

A: Maharashtra.

Q: What is the relation with brother and sister?

A: (I talked as if I was friends with the interviewer)

We fight quite a lot – as a matter of fact, at this moment, I am not in talking terms with my brother, but that I feel is just temporary and superficial. Deep down, we know that we are brothers and need each other.

Q: What language do you speak with your family?

A: It is a mix of most common Indian languages(English, Hindi and my mother tongue)

Q: You have done Production Engg. What is it all about?

A: Production Engg. is similar to Mechanical Engg. it does have some additional subjects.

Q: what is the difference between Production Engg. and Mechanical Engg?

A: Production Engg. has specific subjects about plant layout etc, which is not included in Mechanical Engg.

Q: What is the difference of Production Engg. and Industrial Engg?

A: Industrial Engg. deals more with subjects related to work study, time study etc.

Q: Why did you quit your job?

A: to prepare for CAT – I felt that my job was not leading anywhere – I was not using computer at all even though I want to do an MBA.

Q: Why is your aim in life?

A: I do not have any clear-cut goals and ambitions but I cherish and ambition to become a writer one day.

Q: Writer?? Why? What competency do you have to become a writer?

A: In college, I had written in several magazines and journals etc.

Q: Are you fond of poetry?

A: Yes.

Q: There were several questions about Milton, Byron etc.(the interviewer was very well read)

Q: What topic do you want to write on?

A: Identity crisis of youth.

Q: That is very different from the love and usual issues poets usually write about.

A: These topics do not appeal to me much – I find them to be very mushy – mushy.

Q: Do you have any relatives in Bangalore?

A: Yes.

Q: Who are they?

A: Talked about my aunt in St. Johns.

Q: If selected, would you like to stay in the hostel or with your aunt?

A: In the hostel.

Q: Thank you Jai – that will be all

A: Thank you sirs.

Comments on your performance in the Interview

Went well – there was a continuous flow of questions and answers. All the three of us were involved thoroughly in the discussion – there were no blank silences.

I thought I would get through after the interview.



IIM - BANGALORE SUCCESS STORIES

Institute	IIM – Bangalore
Name	Kaushik Paul
Age*(yrs)	26
Educational Qualification* (Degree and College)	B.E. Contruction Technology, Jadavpur University – ‘95
Work Experience(Years)*	2.5 yrs
Work Experience(Company)*	Paharpur Cooling Towers Limited, Calcutta. Hindustan Composites Limited, Mumbai

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Interview Process

Number of evaluators	2
Time duration	25 mins(approx.)

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Description of the Interview (Questions asked and your response) – please elaborate

<p>A: "May I come in sir ?"</p> <p>Q: "Please do. Sit down."</p> <p>A: "Good morning sir.</p> <p>Q: "Good morning.(Glancing through the application form) So Mr. Paul, what is construction technology'</p> <p>A: "Well sir, construction technology is basically a specialisation of civil engineering . This course was started by Jadavpur University in the year 1989 . The first batch came out in 1993. I belong to the 3rd batch of students . Almost 75% of the course is same as civil engg. with the rest being specialised papers in Construction management,</p>

concrete technology , construction materials and equipments, construction processes etc. This course specialises on the site aspects of civil construction while 'he conventional course on civil engg. is more design oriented.

Q: "You are already an engineer With almost two and half year's of work experience . Why do you want to do an M BA ?"

A: During my stints at Paharpur, STS & HCL - I realised that I needed some additional skills to supplement my technical skills in order to succeed in my career -, namely, 1) man management skills, 2)an overview of the objectives of the Organisation for which I am working and my role in achieving those objectives and offcourse 3) knowledge of the financial parameters that indicate the health of my Organisation in particular and the industry in general etc. To develop these additional skills , I need to do an MBA from reputed B-school; and as to why I am leaving IISWBM midway, it is because I think IIMB is a far better option in terms of quality management education ."

Q: "You are 26 years old . By the time you pass out you will be 28. What are your expectations from this course?"

A: "One of the prime reasons why I want to do an MBA is because more than money, I am looking for long term growth and value addition so that I don't feel insecure at any point of time in my career.

Q: "So, why don't you join a govt. job ? There you will have both security and growth . Stability , since you won't loose your job . Growth, since you get yearly increments and promotions based on seniority ." (Stress)

A: "Yes Sir, I am looking for stability and growth in my career , but that is not all . I am also looking for a certain work environment which I will never get in a govt. job.'

Q: "What are the subjects that you are being taught in your MBA and what is your favourite subject ?"

A: "The subjects that are taught in the first year of MBA in ISWBM are

1)Management principles

2)Production and materials management

3)Managerial economics

4)Marketing management

5)Management accounting

6)Financial management

7)Quantitative methods in management

8)Operations research

9)Organi.sational behaviour

10) Personnel management

My favourite subject is Marketing , infact I have opted for Marketing as my specialisation in second year and I have got my summer placement in ORG-MARG in market research."

Q: "Please tell us something about cement marketing. How would you market cement ?"

A: "To start with , I shall give you a brief report on the status of the cement industry . The cement industry is going through a general recession with stocks piling up at the dealers' end . This is because, a higher demand was perceived thanks to a greater emphasis being laid on construction of housing projects in the gth plan . Also , a growth in industrial construction was expected during 1997-98. Sensing this future increase in demand , the cement industry had gone for an increase in capacity with the total capacity standing at 76.63 million MT in 1997-98 compared to 50.72 million MT in 1992-93. But the demand has not taken off as had been envisaged , leaving the industry with excess stock . Added to this new competition in form of imports . As a result , the cement manufacturers are cutting prices in order to survive ."

Q: "What are the alternative measures that you can undertake to sell cement other than going for a price war

A: "I would like to improve the quality of cement and also try to reduce the setting time ."

Q: "No, no, no ! Don't talk about technical things . Talk about other marketing measures ."

A: "OK, in that case I would like to add some features like improving the delivery period which will help the customer reduce its inventory level High inventory level is undesirable as it blocks the customers' money."

Q: "That is purchasing and not marketing"

A: "Yes sir; that is purchasing from the purchasers' point of view. From the sellers' view point, it is marketing . If we can help the customer cut down on its inventory level , it will give us a competitive advantage over other competitors ."

Q: "What are the different inventory evaluation techniques ?"

A: "Sorry sir , I don't know."

Q: "Have you read organisational behaviour ?"

A: "Yes sir ."

Q: "So how do you motivate an employee in an Organisation and what are the different theories of motivation that you have read regarding this

A: "The different theories of motivation are -

1) Maslow's hierarchy of needs

2) McGregor's X and Y theory

a,) Hartzberg's motivation - hygiene theory .

Maslow's hierarchy of needs states that there are five levels of needs. They are"(Interrupted)

Q: "So, which of these theories applies ? Which one will you apply to motivate an employee ?"

A: "Basically all these theories apply depending on the contingencies In different situations , different theories would hold good ."

Q: "So, you mean to say that reading Organisational behaviour is a waste of time ?" (Stress)

A. "No sir, I did not mean that. I think human psyche is a complex maze, and OB is a very useful tool for us to show us a way out of it."

Q. "What are ' the three most quality conscious companies of India ?" (After a few futile attempts)

A. 'Sorry sir I don't know.'

Q. 'Don't you read business magazines like Business India ?'

A. Sorry sir I don't (Apologetically). But I am trying to develop this habit."

Q. "Can you tell us the equation of a rectangular hyperbola ? Please come to the board and draw the graph of a Rectangular Hyperbola on the Cartesian co-ordinate system.'

(NOTE)

A. I went to the board and drew the diagram of a general hyperbola They gave me a hint by asking me to draw the same within the first quadrant . Then they gave me another hint by saying that it was same as that of an average fixed cost curve . From this hint , I came to the right answer

" $XY = \text{Constant}$."

Q. "OK thank you.. Do you have any thing to ask

A. "No sir, nothing . Thank you ."

Q. "OK then , if you are selected , you will be duly intimated . Good day Mr. Paul."

A. "Good day sir. Good day to both of you

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Comments on your performance in the Interview

I was able to answer most of the questions and was well prepared for the standard answers. Overall, I feel my performance in the interview was very good.



IIM - BANGALORE SUCCESS STORIES

Institute	IIM – Bangalore
Name	Rajesh Chauhan
Age*	Not mentioned
Educational Qualification* (Degree and College)	B.E. (Metallurgy), COE-Pune
Work Experience(Years)*	1.5 yrs
Work Experience(Company)*	Tata Special Steels Ltd.

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIMC, IIML
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Group Discussion

Topic	Public Interest Litigation are a joke
Number of Evaluators	2
Number of Participants	8
Time Duration(mins)	20 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<ul style="list-style-type: none">Noisy GD.All points raised regarding Economics, Social, Political aspects.Whether the infrastructure is right for PIL addressed queries?Systematic issues raised.What an individual goes through when PIL not addressed.
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Comments on your performance in the GD

Excellent

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Interview Process

Number of evaluators	2
Time duration	45 mins

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Description of the Interview (Questions asked and your response) – please elaborate

Q: Tell us about your background.

Q: Tell us about your extracurricular activities.

A: Talked about extracurrics – I was the National Champion in Rowing. – so talked about it.

Q: How do you feel when you are rowing?

Q: How would you compare rowing to other sports?

A: Talked about rowing being an individual sport while several other sports require teamwork.

Q: How do you compare the Japanese model of teamwork as compared to the Indian model?

Q: What are the interviews you have faced till now? And how have you found the interview panels.

A: Lucknow was a creative Interview, IIMA was case based, IIMC was very quantitative.

Q: What is the role of creativity in Engineering?

A: (I read a lot of psychology like Kant etc.) Genesis of creativity comes from thought. – talked about how the thought processes are related to Engg subjects.

Q: What is your aim in life?

A: To become an entrepreneur.

Q: Let us assume that you are given some space in the US and you were asked to set up a metallurgical plant there? What would you do?

A: Talked based on my work-experience.(was able to make a good impression on examiners)

Q: What role do Regulatory and Industrial bodies play in an organisation?

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Comments on your performance in the Interview

- responses were very well-thought and structured.

Overall, performance was excellent.



IIM - BANGALORE SUCCESS STORIES

Institute	IIM – Bangalore
Name	Sangeeta Batra
Age*	23 yrs
Educational Qualification* (Degree and College)	B. A. (Pass) Diploma de Langue – French
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	FMS, SCMHRD
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Group Discussion

Topic	Is MBA a highly over-rated degree in India?
Number of Evaluators	2
Number of Participants	8
Time Duration(mins)	30 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<ul style="list-style-type: none">Noisy – but since it was of 20 mins duration, everyone had a sayIIMs – the run of the mill MBA institutes.SalariesDemands of the careerWhy the hype?
--

- General scenario – profession
- Due to longer duration, the latter half was repetitive.

Comments on your performance in the GD

- Started off after a few minutes
- 3-4 entries.
- Heard attentively
- Some insights contributed to the GD

Interview Process

Number of evaluators	2
Time duration	20 mins

Description of the Interview (Questions asked and your response) – please elaborate

- Q: You were in Belgium? For how long?
- A: Three years
- Q: Questions about Belgium – general questions about why there, about the Belgium economy etc.
- Q: there is a two years gap after you came back from Belgium. What were you doing then?
- A: I came late in November, and could not take up any courses.
- Q: what were you doing then for these two years?
- A: Was able to convince examiners that the two years were were not wasted and I spent it in studying French.
- Q: What are your plans(some general fundaes)

Q: Did you take coaching to prepare for the interview?

A: Yes.

Q: What would you like to specialise in?

A: Marketing.

Q: Suppose you are given an innovative product. How would you go about marketing the product?

A: Answered successfully.

Q: What were the activities of other candidates prior to the interview?

A: (it was a sort of chat) talked about the candidates – varied activities, some were cool some nervous.

Q: Thank you, Sangeeta.

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Comments on your performance in the Interview

- Good confidence
- Did not panic even when I did not know the answers
- Maintained my calm
- It was something like a casual conversation.



IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Aarthi Ramakrishnan
Age*	23 yrs
Educational Qualification* (Degree and College)	B.A. LLB(Hons) National Law School, Bangalore
Work Experience(Years)*	Nil
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

>

Topic	Right to life includes right to die
Number of Evaluators	3
Number of Participants	10
Time Duration(mins)	20 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

>

<ul style="list-style-type: none">• Not too noisy• Issues raised• Legal(Indian Penal Code etc.)• Social• Psychological• Political• Economic

-

Comments on your performance in the GD

I thought I did well

-

Interview Process

Number of evaluators	3
Time duration	10 mins

Description of the Interview (Questions asked and your response) – please elaborate

Quantitative Questions :

Q: Prove that $\sin^2 + \cos^2 = 1$

A: Do not know

Q: Prove that are aof a circle is $\text{pie} * r^2$

A: Did not know

Q: what is the value of pie?

A: 3.14

Q: Are you sure?

A: Yes sir, that is $22/7$

Q: Can you draw a line measuring exactly sqaure root of two?

A: No.

Q: What is Pythagoras theorem?

A; Could answer.

Q: Can you now tell us how to draw a line measuring exactly square root of two?

A: Yes, we can make a right angled triangle with two sides of one each – then the third side is square root of two.

Q: You are pathetic at maths. You will fail at IIM-C.

A: I have never failed till now. And I don't plan to start now.

Q: How many folders are there in Hotmail?

A: Four.

Q: What does your father do?

A: He works for the Tata Group of cos.

Q: Do you have a call from IIM-A?

A: Yes.

Q: Your father is from IIM-A, if you get into both, "A" and "C", where will you go?

A: Both the colleges have their own strong points. I will weigh them and then decide.

Q: How did you think you fared in the GD?

A: I thought I raised some pertinent issues when the discussion seemed to be losing direction.

Comments on your performance in the Interview

I thought I did very badly – it was a stress interview – never thought I would make it.



IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Amit Agarwal
Age*	24
Educational Qualification* (Degree and College)	B.E. (Electronics and Instrumentation)
Work Experience(Years)*	1
Work Experience(Company)*	Iris Computers Ltd.

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIM-L, IIM-I
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Group Discussion

Topic	Knowledge of advanced maths is of no use to human life
Number of Evaluators	3
Number of Participants	10
Time Duration(mins)	20 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Noisy GD, but of good quality as most points and angles were discussed.</p> <p>More than 50% of the people finally got selected.</p> <p>Issues raised for notion:</p> <ul style="list-style-type: none">• Too abstract to understand• Mostly used in theoretical sciences – practical applicability not yet found out in several areas.• A housewife need not know advanced mathematics, but survive.
--

- Also disadvantages – nuclear sciences and bombs possible because of advanced maths.

Issues against notion:

- Although difficult to understand, use of advanced mathematics has made it possible to have microwave ovens, washing machines and even make electricity which affects human life daily.
- Forms the basis of several engg. disciplines
- Importance of advanced maths in MBA(financial analysis, marketing research, operations management etc.)

Comments on your performance in the GD

I gave a couple of really good points which was really appreciated

I quoted from "Snapshots from hell" (a book about life in Stanford) to support my point.

One guy who was against the notion asked the question that how would maths benefit mother, housewife etc.

I answered his question by saying that if no advanced maths, then washing machine, microwaves etc. which are used in normal business could not be used otherwise.

My performance was very good – best of all my IIM GDs. Created a favorable impression for the interview.

Interview Process

Number of evaluators	3
Time duration	20 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: Tell us about the subject you are most comfortable with .

A: Mathematics.

Q: If you are given five pastries, how many ways can you choose one or all of them?

A: I was able to answer correctly.

Q: What do you mean by point of inflection?

A: Answered what point of inflection is and its significance in double derivative – however was not totally correct.

Q: What are your hobbies?

A: cricket

Q: Name five of your favourite players.

A: I named five Indian players.

Q: Why have you named only Indian players?

A: I am a patriot.

Q: You have spent one year in I.M.T. Why did you want to come to IIM-C now?

A: I want to be amongst the best – to have the ability to interact with the best students and faculty of IIM-Calcutta(*Please note : It is very important that you should not speak anything negative about the college where you are studying presently – however, you could speak positive points about the college you want to join.*)

Q: Which field would you like to work in after MBA?

A: Consultancy

Q: Why?

A: At a very young age, you have the opportunity to interact with and even advice people with a lot of work experience. Consultancy covers all the aspects of management, and not restricted to any particular functional area like finance, marketing etc.

Q: There were several questions related to microeconomics(What is demand, what do you mean by demand analysis, How will the demand curve look under different conditions like infinite supply, etc.)

A: Answered correctly.

Q: How will you apply perception theory used by Robbins to make perception about us?

A: I told them about the theory and practical inference and how it helped in making a perception about different people.

Comments on your performance in the Interview

Decent apart from the maths part

Questions about consultancy, cricket and economics were well answered.

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IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Arun Saha
Age*	21
Educational Qualification* (Degree and College)	Not mentioned
Work Experience(Years)*	-
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	XIM – Bhubaneswar
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Group Discussion

Topic	Animals are better than humans
Number of Evaluators	2
Number of Participants	10
Time Duration(mins)	15 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Two friends who were in the same GD had decided that whatever others say, we would oppose the same. The strategy worked, we both got through finally.</p> <p>Everyone said "Animals are better." We said "Humans are better."</p> <p>Issues raised :</p> <p>Pros : How civilisation developed (humans compete and beat each other)</p> <p>Cons : competition has made it possible for civilisation to progress – the same holds true for animals.</p>
--

Ecological and other issues were also discussed.

Comments on your performance in the GD

Only two of us who had decided on the strategy to oppose others are presently in IIM-Calcutta.

Interview Process

Number of evaluators	2
Time duration	25

Description of the Interview (Questions asked and your response) – please elaborate

Q: (There was a lady who started attacking me from the word "go") Why do you say you are a Bombay-ite, when originally you are from Calcutta?

A: (I gave in) Since my father has been staying in Bombay from a long time, I have become a Bombay-ite.

Q: What is your hobby?

A: Cricket

Q: How has cricket helped you improve yourself?

A: I gave several fundaes about life that I had learnt from cricket (e.g. temperament from Steve Waugh, never-say-die attitude of Javed Miandad, consistency of Gavaskar etc.)

Q: Suppose bird is in a cage which is attached to a weighing machine - when it flies, then the weight shown in the weighing machine differs. Now the bird is shifted to a closed cage, will the weight differ now?

A: I said that the wieght would vary(the wrong answer) but stuck to it even on being cross questioned.

Q:Write a differential equation on the board which studied in school.

A: I wrote the Newton's second Law ($F = m * A$)(*There were no more questions asked on this*).

Q: In class X, you have got very good marks in arts subjects, still you decided to become Physics major. Why?

A: Talked about my interest in the subject. Also that marks at all times are not an appropriate indication about the ability and aptitude towards a particular subject.

Q: What subject did you like the most in Class X?

A: Civics.

Q: Explain where the terms "Equality, Sovereignty, Secular, Democratic and Republic" have been derived from.

A: I was really interested in Civics and knew the right answers to these questions.

Q: Under what ammendment to the Indian constitution were the words, "Secular" and "Socialist" added?

A: Answered correctly.

Q: Have you read the Indian Constitution.

A: No, but I would definitely like to.

Comments on your performance in the Interview

I was happy by my performance in the interview.

It was initially a stress interview, but later on it became rather cordial.



IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Rajashri Mitra
Age*	24
Educational Qualification* (Degree and College)	B. Tech (I.I.T. delhi)
Work Experience(Years)*	1 year
Work Experience(Company)*	TELCO, Jamshedpur

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIM-L, FMS
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Group Discussion

Topic	Something about the Indian constitution(do not remember exact topic now)
Number of Evaluators	2
Number of Participants	9
Time Duration(mins)	15 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

Very noisy GD, was interrupted once by the evaluators and then stopped before time when things did not improve.

Comments on your performance in the GD

Average or just above average. Talked a couple of times only but was able to get my message through.
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8 of the 9 in the group were finally selected. I believe that GD in IIM C is not given much weightage.

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Interview Process

Number of evaluators	4
Time duration	15 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: Introduce yourself.

Q: Why do you have so poor acads in I.I.T. ?

A: Answered that I was too much into extracurricular activities. *(I avoided questions on academics because I was not very good at it.)*

Q: What projects did you do in TELCO?

A: I talked about an ancilliary development project I did in TELCO.

Q: What are your hobbies?

A: Cricket

Q: there were lots of questions on cricket. e.g. names of openers in each cricket team. Also fundaes on the swinging of the ball.

A: Answered all the questions – I am really a great cricket fan.

Q: Till which level have you played in cricket?

A: Played till the second level i.e. club level cricket.

Q: Why do you want to quit TELCO?

A: I was being bogged down in routine purchase decisions, but had almost no exposure to other functional areas like finance and systems. Doing an MBA would give me a broader perspective of the whole business and broaden my horizons.

Q: What are the positive things in TELCO?

A: Good discipline, time management etc.

Q: What are the negative things about working in TELCO?

A: Growth is restricted – finally we are placed in one department and have to stay there throughout. Very less mobility, also get a very small overview of the whole organisation. *(I was careful not to mention any harsh negatives – tried to say that those were the requirements of the job and not problems with TELCO per se.)*

Q: What is statistical quality control and how do you measure the upper and lower limits in a "Cumulative Sum Chart?"

A: Answered the question satisfactorily.

Q: What are your career ambitions?

A: Consulting.

Q: What do you believe that "Consulting is all about talking nonsense in big language" to clients?

A: I am not in a position to truly defend or support the statement as I am neither in a senior position in an organization, nor am I a consultant. But the very fact the consultants are called on to solve critical problems in an organization proves that all they say is not nonsense, but is based on industry knowledge and deep insight.

Q: Who is your role model?

A: My uncle.

Q: Why?

A: Firstly he is very disciplined. Secondly he has a great capability to concisely but effectively put his points across. He could read a whole story and explain the essence of it to you in just three or four lines.

Q: All Tata companies are supposed to be ethical. How ethical is TELCO?

A: Personally speaking, I was not senior enough in the corporate hierarchy of TELCO to have ethical dilemmas about issues confronting me. So, maybe I am not the right person to answer this question. I usually have to carry out the orders of my boss and do not interfere with his work. ***(I evaded this tricky question quite well).***

Comments on your performance in the Interview

Decent.

Interviewers were generally cool and relaxed and so not much of positive or negative feelings from the GD.



IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Ravi Hadke
Age*	23 yrs
Educational Qualification* (Degree and College)	B.E. (Electronics and Communication) University of Roorkee
Work Experience(Years)*	Nil
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	Five other institutes
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Group Discussion

Topic	Role of English as a medium of communication in India
Number of Evaluators	3
Number of Participants	12
Time Duration(mins)	20 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>It was a very noisy GD</p> <p>Topics raised revolved around English communication in India, its cultural significance.</p> <p>People in corporate circles prefer English as a medium of communication – All IIMs have GDs in English only, which shows the important role of English.</p> <p>Role of British in the Indian context – how missionaries were able to convert people to Christianity and role English played in that.</p> <p>English language could be used to make India a global player e.g. in software, we have an advantage over other contries.</p>

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Comments on your performance in the GD

I did not get much chance to sepak out. I tried out many times(Assertiveness was there).

However, I was bogged out by the decibel level.

Generally, I was not very satisfied by my performance in the GD.

-

Interview Process

Number of evaluators	3
Time duration	15 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: I was asked to come to the blackboard. Then they asked me to solve a differential equation.

A: Solved it easily.

Q: They gave me a function in the form of $y = f(x)$. They asked me to plot the values of the graph – x and y could take any values.

A: Could not answer the question.

Q: (In the certificate, I had mentioned some courses on Operations Research which I had done) What is the significance of Operations Research in Electronics and Communication Engineering?

A: Operations Research helps in optimization. If several values have to be given different weights, OR helps us in assigning these weights to the variables.

Q: Differentiate between Radar, Telephone, Radio and Microwave.

A: I could give the basic definitions, and they did not probe further.

Q: What is a long term period for you?

A: 10 years.

Q: What do you see your self doing in 10 years.

A: I want to be middle level manager in a company of repute.

Q: Why so?

A: I have leadership qualities, would like to take decisions affecting the direction taken by the company.

Q: Give an incident where you demonstrated your leadership capabilities.

A: I was the student representative in college, where I was selected through election process by the students. So, there I had to demonstrated my ability to lead a group.

Q: Why do you not join the software industry after graduation?

A: My profile did not match the usual software industry types. I did not want to be bogged down to desk work. I already have a couple of job offers, but would prefer to do an MBA in Marketing.

Q: Why are you nervous?*(I was a bit shaken as I could not answer the mathematical question)*

A: This is an important day for me.

Q: (I was offered a cup of tea which I accepted) Do you like it?

A: Yes.

Q: Can you describe how tea is made

A: Answered describing the processing of tea from the tea garden to the cup of tea in my hand. (Tea garden – picked by hand and dried. Made into granules, processed, then put in tea bags and distributed to different markets.)

Comments on your performance in the Interview

I believe my performance was decent. There were many questions I could not answer properly. (e.g. one mathematical question, and question of the difference between radar, microwave, telephone and radio). I was a bit nervous and it was evident clearly.

In brief: I felt a 60:40 chance of getting through, when I came out of the interview room.



IIM - CALCUTTA SUCCESS STORIES

Institute	IIM - Calcutta
Name	Vyam Upadhyay
Age*	22
Educational Qualification* (Degree and College)	B. Tech, IIT-Mumbai
Work Experience(Years)*	11 months
Work Experience(Company)*	HPL

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	FMS – Delhi
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Group Discussion

Topic	Should Indian Railways be privatised?
Number of Evaluators	3
Number of Participants	10
Time Duration(mins)	10 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

- Had mostly engineers in the GD, hence was relatively quiet.

Issues Discussed against privatisation:

- How will a private person bring so much money to buy out Indian Railways, and will it be profitable for him?
- Social Responsibilities of Indian Railways.
- Employs two crore people and some jobs are redundant. So, private company might decide to retrench some people – where would such people go?

- Not all privatisation in India had been successful – what is the guarantee that privatisation would help the Railways?

Issues Discussed for privatisation:

- The inefficiencies of Railways – delayed trains, always overcrowded and difficult to get tickets.
- A lot of money required in infrastructure, which Government cannot provide
- Examples of countries where privatisation of public transport had helped.
- As this was not a core sector (like Defence, Aerospace etc.), the Government could decide to allow an efficient private sector company to take over operations.

Comments on your performance in the GD

I was somewhere in the middle in terms of the airtime, but the interventions were throughout and added value.

Interview Process

Number of evaluators	3
Time duration	10 mins

Description of the Interview (Questions asked and your response) – please elaborate

(Of the 10 minutes of the interview, 6 minutes were spent on discussion of my job at HPL)

Q: Describe the chemical processes involved in your job.

A: Answered correctly.

Q: What is the process flow of Naphtha – relate it to process flows of a refinery.

A: Was able to answer correctly.

Q: What are the linkages with other process industries?

A: Discussed at length the overall plant organisation.

Q: Some questions related to Chemical Engg(What is distillation, what are the kinds of reflux ratios used?)

A: Answered the question correctly.

Q: Comment on the state of cottage industry in India.

A: Answered to the best of my ability.

Q: What are the problems in West Bengal?

A: Talked a lot about the historical problems, communism and problems to industry.

Q: There seems to be a de-industrialisation of West Bengal. Why is it so?

A: Because of investor unfriendly policies of the government and scary outlook towards private enterprises.

Q: What are your objectives in life?

A: I impressed on my desire to learn continuously (basically I rephrased whatever I had written in the form)

Q: Why do you want to do MBA?

Comments on your performance in the Interview

It was a good interview. I could answer all the techie questions, but faltered in the cottage industry part.

An Advice : fill up and cross-check the form completely before submitting.



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Abhinay Mittal
Age*	23 yrs
Educational Qualification* (Degree and College)	B.Tech(Mech) R.E.C. Kurushetra
Work Experience(Years)*	2 yrs
Work Experience(Company)*	Godrej and Boyce

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIM-Indore, MICA, MDI-Gurgaon
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Group Discussion

Topic	Nuclear test was a political, Economic and Strategic blunder
Number of Evaluators	2
Number of Participants	8
Time Duration	15 mins

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Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Not too noisy</p> <p>We looked into various aspects of the G.D.</p> <p>Went onto three fields – Political, Economic and Strategic one by one – Looked both at the positive and negative aspects(all relevant issues were discussed and since this was a general topic, everybody contributed).</p>

We switched even the field when the discussion started getting noisy.

In the end, one of us was asked to sum up the discussion.

Comments on your performance in the GD

I was the second person to speak.

I did not speak much but changed the direction of the discussion when it was getting noisy – giving it a new direction.

Interview Process

Number of evaluators	2
Time duration	15 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: Where did you work?

A: A lubrication system company.

Q: Can you look at a fluid and say whether it is a lubricant or not?

A: Take it in hand and see how slippery it is.

Q: What are the factors that you consider when you want to select a lubricant?

A: Viscosity and Cooling Effect.

Q: There is water in this bottle. Can water be a good lubricant?

A: Whether water could be a good lubricant or not is very much application dependent. It water does not evaporate when used in application and the viscosity is okay for the application, then water could be used as the suitable lubricant for the application.

Q: Why should we take you for M.B.A. course?

A: Stressed on my strengths – Positive attitude, Good Analytical reasoning capabilities, ability to get along well in teams and work effectively with colleagues and friends.

Q: How have you helped your friends till now?

A: in the Engineering degree, helped friends and colleagues etc. in their work for e.g. I helped in doing technical analysis of various areas and helped them in buying decision....(gave some examples)

Q: What is so special – everybody does it?

A: Helping others comes naturally to me and I intrinsically enjoy working in teams to solve common problems and reach common goals.

Q: Why should we not take you to IIM-Lucknow?

A: If you feel that communication skills are a very important skill, then it can be an impediment in my selection to IIM-Lucknow.

-

Comments on your performance in the Interview

- Maintained my cool even though I was grilled and kept smiling.
- Was not much technical – as one of the evaluators taught "Behavior in Organisation" at IIM-Lucknow and he asked me several personal questions.



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Aman Rohatgi
Age*	23
Educational Qualification* (Degree and College)	B.Tech(Mech), IIT-Mumbai
Work Experience(Years)*	11 months
Work Experience(Company)*	Tata Technology (India) Ltd, Pune

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

Topic	Women reservations in Parliament
Number of Evaluators	2
Number of Participants	8
Time Duration	10

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Issues Against Notion :</p> <ul style="list-style-type: none">• Why reservation? Why not empower them through other means?• Let it be based on capabilities rather than reservations• In such an important august body like the parliament, having most worthy candidates important.

Issues for notion:

- Women upliftment/education/social recognition etc. are the most important issues to look into – these have been hitherto neglected.
- In a male dominated society, lawfully some measures like reservations are the only way to put power in the hands of women "The hand that rocks the cradle is the hand that rules the world" – Napoleon.

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Comments on your performance in the GD

Put in a few points against reservation and was not very aggressive. Had visibility throughout the Group Discussion.

Interview Process

Number of evaluators	2
Time duration	10 mins

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Description of the Interview (Questions asked and your response) – please elaborate

Q: About myself, my performance in I.I.T, academics etc.

A: I worked in ... as a software Engg in ... field. Before that I had done my graduation from IIT-Mumbai. During the first year at IIT-Mumbai, I was involved in Cultural Festival of IIT-Mumbai. In the second year, I was secretary of the hostel, in third year, I got involved in the departmental festival "Yantriki." Before graduation, I have studied from almost all around India because father was in the Airforce.

Q: What are your hobbies?

A: Reading and travelling.

Q: What kind of reading do you do?

A: Basically fiction.

Q: What do you mean by that you travelled a lot?

A: Father was in the Airforce and the job was transferable – hence I also travelled quite a bit.

Q: Which places have you visited? Which place did you visit last?

A: Mentioned several places visited. Last place visited was Shillong.

Q: What did you different about Shillong from the rest of the country.

A: One thing that impressed me much was that in Shillong, they have a matriarchal culture which is very different from what we find in the rest of India. There I had the opportunity of interacting with the Garo-Khasi Tribe, which lives in Cherapunji(Shillong is close to Cherapunji).

Q: What did you learn from travelling?

A: Being to these places, I have more tolerant, more adaptive to changes and independent. I can effectively hadle diverse situations.

Q: They then asked me some questions on Pune(Lonavala in particular which I could not answer)

Q: What is your I.I.T. CG?

A: 6.8

Q: Where do you place yourself in your class?

A: Average

Q: How much time do you spend on studies?

A: On a regular basis, I cannot comment because at times we have projects and exams when we have to work a lot. On the average, I feel I would be studying about 2-3 hours a day.

Q: Do you think that the IIT course could be done in 2-3 years?

A: (This was a tricky question. If I said that the course could be done in lesser time, they would question me about my low grades. On the other hand, if I said that the course could not be done in 2-3 years, they would question why – because I could study just two hours a day and pass) I answered that the course needed the full four years.

Q: But then, you worked only 2-3 hrs a day and were able to clear through IIT-JEE?

A: I don't think that studies is the only objective of undergraduate courses. Apart from studies, we also learn to participate in extracurricular activities which broaden our perspective and get to interact with several people. This learning I feel is almost as important, if not more important than the learning got from studying from books.

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Comments on your performance in the Interview

- Very cool interview – took some time to answer the questions asked and the examiners did not cross-question me much.
- It is very important to prepare about yourself i.e. the personal questions well



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Girish M.
Age*	22
Educational Qualification* (Degree and College)	B.E. Osmania University (Mechaincal Engg.)
Work Experience(Years)*	Nil
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

Topic	Corporate houses should not be allowed to contribute to political parties during elections
Number of Evaluators	1
Number of Participants	80
Time Duration	10 mins

-
Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<ul style="list-style-type: none">• Very noisy Issues raised: <ul style="list-style-type: none">• Corporate houses do it for own purpose• because they expect something in return
--

- long association with party
- Some members of parties are on the board of directors of the company
- Moreover, there could also be a regional bias – i.e. companies in South India would contribute only to regional parties in the South
- Possibilities of Mafia contributing through benami institutions to political parties.
- The money being contributed can be used for extortion(Tata Tea case)
- No conclusions were reached in the GD.

Comments on your performance in the GD

- I was the second guy to speak.
- The time was too less – the GD ended even before people had started warming up to the topic.
- I spoke less – 2/3 times, but raised good points.

Interview Process

Number of evaluators	2
Time duration	15

Description of the Interview (Questions asked and your response) – please elaborate

Q: Describe yourself.

A: I am a Mechanical Engineer from Osmania University. Told about my family background. My hobbies are reading and playing the guitar.

Q: Do you know "If two guys get different marks in subjects, one guy gets all marks in 60's with average 65 - std. Dev. Less. Another guy gets marks in the range 40-80, average 65 again but standard deviation is more. Which guy is better?

A: First guy is better – because the person is more consistent(I have a feeling that this was a sort of psychology question to test some traits in me).

Q: If average of 20 nos. is 1600, smallest number is 80. What is the largest number?

A: 80.

Q: What are your views on the entry of MNCs in the Indian market?

A: The entry of MNCs is definitely good for the consumer as better quality and variety of products are available at cheaper prices.

But, on the other hand, there have not been too many MNC success stories primarily because of overestimation of the market, lack of repetitive buying among consumers and lesser price expectations.

(I supported my answer by giving examples of Nike, Reebok, Aiwa etc., which had not fared very well – even Aiwa was able to do better after slashing its prices).

Q: How do you see yourself 30 years hence?

A: I will set up a home for the aged.

(The interviewer was taken aback by this answer – he was an elderly person and seemed impressed).

Q: Why so?

A: Because I have had this idea for a long time now. Now, it has become a sort of passion with me and I would like to do it.

Q: Why have you come to Lucknow for the interview when you stay in Hyderabad?

A: No special reason. I just wanted to have a look at the campus of the institute which I am going to join.

Q: Thank you Girish, that would be all.

-

Comments on your performance in the Interview

- Did well in the interview.
- However did not expect to get through because the GD was almost average



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Joe Joseph
Age*	27
Educational Qualification* (Degree and College)	B.E.- Industrial and Production
Work Experience(Years)*	3 yrs.
Work Experience(Company)*	Union Engg.(P) Ltd.

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	IIM Indore
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-
Group Discussion

Topic	Role of AICTE in MBA Education
Number of Evaluators	2
Number of Participants	8
Time Duration	20 mins

-
Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Do not remember the details.</p> <p>Issues discussed include :</p> <ul style="list-style-type: none">• Primary Education v/s specialised higher level education e.g. Engg and Medical• MBA Education and whether it means a loss to his undergraduate studies• Question of brain drain

- Relevance of MBAs in the present context(e.g. of Japan which has very few MBA schools but nevertheless produces excellent managers)

-

Comments on your performance in the GD

Good - spoke less but made relevant points and contributed effectively to the GD.

-

Interview Process

Number of evaluators	2
Time duration	20 MINS

-

Description of the Interview (Questions asked and your response) – please elaborate

Q: Tell me about your educational background – what have you studied?

A: Industrial Production Engg.

Q: Which subject do you like the most?

A: Operations Research.

Q: What is the probability distribution used in Queuing theory?

A: Poisson and Exponential

Q: What are PERT and CPM and where are they used?

A: Could answer question satisfactorily

Q: Where and What is your work-experience?

A: Answered question – factual answer.

Q: What have you applied in your work that you have learnt in Engineering?

A: I have not been able to apply a lot of theory that we have used in Engineering because what is feasible in the lab may not be the right solution for the shop floor.

Q: Have you used Scheduling theory?

A: No, because we are just the vendors and have to manufacture as per the order

placed with us. At times there might be a very critical work which takes precedence over other jobs at hand – thus scheduling theory(in its ideal conditions) is not feasible.

Q: You have been working on your business/ Do you what to go back to own business

A: No sir, I would first like to have some exposure of my own, then perhaps I would like to start something of my own.

-
Comments on your performance in the Interview

Good Performance

A friend of mine had been asked similar questions from the same panel, and he had told me the questions asked from him. So, I had prepared well for the techie questions(particularly Operations Research) – that really helped in the interview.



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Karthik
Age*	22
Educational Qualification* (Degree and College)	B.E. Electrical, SVCE, Madras.
Work Experience(Years)*	1
Work Experience(Company)*	Cognizant Technology Solutions, Madras

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

Topic	Can women be equal to men
Number of Evaluators	2
Number of Participants	7
Time Duration	15 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<ul style="list-style-type: none">Fish market.The topic was too general for any specific contributions to be made. 15 minutes spread fast.Issues discussed :Whether men and women were physically and mentally similar

- In the earlier times, when physical strength was more important, men were superior to women. But now, when the work we do is more mental, women are competing with men in all walks of life.
- How family tradition keeps women back from utilising their potential. People would prefer to have a boy in the patriarchal society we usually have.
- How the equality of men and women is more pronounced in advanced countries like US, and European countries, but not so in other countries.
- Are women really equal to men – if we take the law of averages, most of the discoveries in the fields of science and technology was done by men rather than women – does this make men more intelligent than women in general?

Comments on your performance in the GD

I tried to develop a foundation for the GD. And gave it some direction.

Interview Process

Number of evaluators	2
Time duration	30 mins

Description of the Interview (Questions asked and your response) – please elaborate

Q: Why is your name Karthik?

A: I did not have a say in the matter.

Q: Is your name Karthik Krishnamurthy or the reverse?

A: Karthik Krishnamurthy.

Q: Why?

A: The name forms the first impression about a person. I would first like to be called 'Karthik' because the name is specific to me, and not by my father's name 'Krishnamurthy'

Q: Who is your hero?

A: Sachin Tendulkar.

Q: Why?

A: Because of his determination and ability to stay away from controversy.

Q: Do you have any other hero?

A: Yes, Bill Gates.

Q: This seems to be the 'Flavour of the week' types.

A: No sir, 'Flavour of the year.'

Q: Do you believe in idol worship?

A: No, I don't. That is why my idols keep changing.

Q: But Vivekanand held on to one idol – Ramakrishna Paramahansh, for his life. What do you say about that?

A: That could be because he used to interact with Ramakrishna on a day to day basis and knew him well – so he could idolize him well. On the other hand, the people who are my idols are just those whom I know through papers and magazines – hence I do not have the same kind of relationship with them as Vivekananda had with Ramakrishna Paramahansa.

Q: Don't you have a steady force in life?

A: Yes sir, my mother.

Q: But you did not mention your mother earlier.

A: Its like water and wine – water is required for sustenance but that odd taste of wine can provide more of conscious happiness.

My mom is like water – always present and the steady force in my life – I do not have to mention about her existence. That is why, when you asked about my role models, I mentioned Bill Gates and Sachin Tendulkar who are my present idols.

Q: Describe Hinduism in one line.

A: Hinduism is an evolved religion.

Q: Who is Vivekananda?

A: The loudspeaker of Hinduism.

Q: What is mythology?

A: something my grandma told me to help we sleep well at night. Mythology is a dramatized presentation of one's beliefs.

Q: There were several questions on Vedanta and Vedas etc, which I could not answer

well

Q: Why do you want to do management?

-

Comments on your performance in the Interview

I was short and to the point with respect to my thought processes and manifestation of the same.

The interview was more of stress kinds – they cross questioned me on anything I answered.

Unluckily, most of the questions were on mythology – which was not my hobby or strength areas. However, I was able to answer most of the questions satisfactorily.



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Ramani R.
Age*	24
Educational Qualification* (Degree and College)	B. Tech, R.E.C. Calicut
Work Experience(Years)*	1 year
Work Experience(Company)*	Tata Infotech

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	-
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Group Discussion

Topic	Vague financial topic(I don't remember it now)
Number of Evaluators	3
Number of Participants	3
Time Duration	15 mins

Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

<p>Nobody knew anything much about the topic as the topic was a vague financial topic.</p> <p>There were just the three of us – one B. com girl and another software eengineer. We ran out of things to say pretty soon.</p>
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Comments on your performance in the GD

Average.

-
Interview Process

Number of evaluators	2
Time duration	8mins

-
Description of the Interview (Questions asked and your response) – please elaborate

Q: There were several questions on my work experience.

A: Answered this question well.

Q: What is sco-unix?

A: Santracruz operation.

Q: Explain the seven layer OSI model.

A: Answered correctly.

Q: What are your hobbies(several questions on hobbies asked.).

A: Palmistry, cricket and music.

Q: Please read our palm

A: I read their palms and discussed some general stuff.

Q: Can you tell our functional areas by reading our palm?

A: I was able to guess correctly, not from reading their palm but more from their looks(one looked so much like a computer nerd and the other like a typical bengali economist). – The interviewers seemed impressed.

Q: As there was a cricket match going on, they asked me about the possibility of the teams to win.

A: I discussed the pros and cons of each team, their strengths and weaknesses – based on that I said that the probability of one team to win was 60:40.

Q: Who is your favourite singer?

A: Latha Mangeskar

Q: What are the other calls that you have got?

A: IIM-Calicut.

-

Comments on your performance in the Interview

The interview was pretty good. I was confident of making it through.



IIM - LUCKNOW SUCCESS STORIES

Institute	IIM – Lucknow
Name	Smitha Narayanan
Age*	20
Educational Qualification* (Degree and College)	B.Sc(Maths) M.O.P. Vaishnav college, Madras
Work Experience(Years)*	Nil
Work Experience(Company)*	-

* : Information refers to date in which candidate appeared for GDs/Interview.

Names of other MBA institutes where offered admission(if any)	XIM-Bhubaneswar
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-
Group Discussion

Topic	Liberalisation of the Insurance sector – pros and cons
Number of Evaluators	2
Number of Participants	8
Time Duration	20 mins

-
Brief Description of the GD: (issues raised, whether noisy or quiet GD etc.)

Many fundaes given. Pretty noisy G.D.
--

-
Comments on your performance in the GD

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My performance was good. I did not give any figures, but I spoke on how liberalisation would affect me as an ordinary person.

-

Interview Process

Number of evaluators	2
Time duration	25

-

Description of the Interview (Questions asked and your response) – please elaborate

Q: What is the difference between Algebra and Geometry?

A: Do I have to answer the question to a layman or an expert?

Q: Answer the question considering me to be a layman.

A: I made a deliberate error in answering the question.

Q: The evaluator interjected to correct me.

A: I said that I could not explain a subject of such a magnitude to an expert(thereby indicating that the interviewer was an expert, and I was a novice in the field – the interviewers were impressed by my presence of mind).

Q: Some questions on the present political scenario were asked.

A: Answered satisfactorily.

Q: Questions on extracurricular activities in colleges, various posts held.

Q: Some questions pertaining to economics were also asked.

A: answered satisfactorily

-

Comments on your performance in the Interview

- I was very enthusiastic and confident.
- I was a bit cheeky and jovial perhaps – but that helped me.



ANSWERING STANDARD QUESTIONS

Ques : Tell us something about yourself. -- Introduce yourself -- Who are you?

Although this question seems to be very simple and innocuous, it is perhaps one of the most important questions that could set the tone and direction of the Interview. This is usually the first question that is asked of a candidate - it is important to know that the evaluators usually form their impressions about the candidate in the first few minutes of the interview, so you must answer this question appropriately. In interviews, usually "*first impression is the last impression*"

- [Why does the interviewer ask you this question?](#)
 - [Cliche\(or poor\) answer](#)
 - [Critical analysis of the Cliche\(or poor\) answer](#)
 - [Some good sample answers.](#)
 - [How should you prepare for this question?](#)
 - [How can you make the answer stand out from those given by other candidates?](#)
-

- Why does the interviewer ask you this question?

When the evaluator asks you this question, it could be because of several reasons :

1. There are more than one interviewers in the panel and your bio-data is with one interviewer. So, this is an opportunity for you to introduce yourself to those interviewers who have not seen your biodata as yet.
2. The interviewer would like to put you at ease by asking you a question which he knows you can answer well.
3. The interviewer would like to know you better - i.e. he would like to know more about you than what is written in the bio-data.
4. The interviewer has not planned out the remaining questions as yet - so, interviewer would like to take hints from what you say to plan out his next question.

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- Cliche(or poor) answer.

My name is "...." My father, "...." works with "....", my mother is "...." and my brother is studying in "..." I have done my schooling from "...", thereafter I did my graduation from "...", my specialisation being "..." I have also worked for "..." yrs. with "..."

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- Critical analysis of the cliche(or poor answer)

The above answer suffers from some major deficiencies :

1. The interviewer is interested in knowing more about you, perhaps more than what is given in the biodata. He is usually not very interested in your family background. Perhaps, you could let the interviewer understand you better by by telling him about your hobbies, strengths and weaknesses, special achievements in life, why you are interested in doing MBA etc.
2. The answer does not provide the interviewer with the direction for the next question. The candidate could have easily veered the interviewer to his areas of strength which he did not do in the above sample answer.

- Some good sample answers

1. *(For a person who has reading management books as his hobby)*

My name is "...." I did my graduation from "...",my specialisation being "...". I have also worked for "..." yrs. with "..."

I first got motivated to do an MBA when my father gifted me "Lee Iococca's auto-biography." The book was an eye-opener as it helped me get a better understanding of the challenges and responsibilities of a manager. I have since then read books by Tom Peters, Goldrat and Prahalad, which I find to be interesting and stimulating. I feel that a knowledge of different theories of management and different functional areas got by doing an MBA from "....." would help me better appreciate the issues that I have been reading from the management books.

Now, there is a fair enough chance that any professor taking the interview would like to dwell at length about Iococca, Peters and other management gurus, which is what the candidate has prepared for - it has definitely created a good starting impression

2. *(For a candidate who has leadership skills and teamwork as his strengths)*

My name is "...." I did my graduation from "...",my specialisation being "...". I have also worked for "..." yrs. with "..."

My strengths are being a good leader and team player. In my school days, I was a "school captain...", in college I "...." These strengths I feel would help me become a good manager, because I feel managing people well is one of the greatest traits of an effective manager.

The candidate has told the interviewers about his leadership skills and the different posts he held in his academic career. This has definitely created a good impression on the interviewers - moreover, the interviewers would perhaps question him about the extracurricular activities.

- How should you prepare for this question?

Your main objective in answering the question is to veer the interviewer to areas where you are most comfortable i.e. to the topics you would like to talk more about. It could be :

1. hobbies
 2. strengths or weaknesses
 3. special achievements
 4. reason for doing an MBA
 5. work experience(maybe some problems you could have solved better with management fundaes)
 6. academics
- etc...

Usually, interviewers would like to ask questions on topics you are comfortable with, and would like to test the depth of your knowledge in those topics...

So, now take a long break and do some introspection.

- o *What are your topics you are most comfortable with?*
- o *Do you have any interesting hobbies(e.g. palmistry, mountaineering, Ghazals etc.) which could interest the interviewers?*
- o *Make a list of the questions that could be asked on the topic you have chosen. Check out candidates with similar profiles in [ExcelAtExam.com Study material](#) and see what questions they were asked.*
- o *Do you know the topic of your interest well enough so as to answer any tricky questions that may be asked?*

Most of the time, you may not have any topic you are totally comfortable with. Well, nothing to worry about. You can choose a particular topic - and now you have a couple of months to prepare on that. Read through the [ExcelAtExam.com Study material](#) and you will get some ideas on how successful candidates usually go about answering these questions.

- How can you make the answer stand out from those given by other candidates?

1. Humour - Humour comes naturally to some people. However be careful that the humour should never be at the interviewer's expense.

- Example : I took up "..." as my subject of specialisation in "..." but as my grades plummeted and professors started taking my example for "what a should not be" i realised that "..." was not my cup of tea. That was when I decided to go in for management. *Be careful of not showing that you are a dumb guy, but that you are interested in some particular field, and that you understand your weaknesses.*

2. Anecdotes - Think up some interesting anecdotes or ways in which you are connected to some great people. Quoting such anecdotes would make your answer more interesting.

- Example : I was born on the "...", the same day in which Bill Gates was born. I believe that even the stars have ordained that I would be a great entrepreneur - Doing MBA from "..." would naturally facilitate the process.

3. Quotations - You could start your answer with a quotation and relate your answer to the quotation.

- Example : Einstein once said that "Genius is one percent inspiration and 99 percent perspiration." I strongly believe in the same. I have been a hardworker all through my academic career and that reflects in my grades which have always been in the top 5 percent of the class. However, after graduation, I feel the necessity to understand other functional areas....

4. Do some Lateral Thinking - Day-dream a bit and let your creative juices flow... You will definitely come up with some really good ways to answer this question better. If you are relatively free, I would suggest you read "Lateral Thinking" by Edward De Bono. Maybe, it would not answer the question for you, but nevertheless, it is an enlightening book to read.



ANSWERING QUANTITATIVE, GENERAL AWARENESS AND SITUATIONAL ANALYSIS QUESTIONS

Ques : How should I prepare for the quantitative questions that could be asked in some Interviews?

Quantitative questions could be asked in MBA interviews of several institutes - if you are preparing for IIM-Calcutta interviews, there is a 90% chance that you will be quizzed about your mathematical questions. ExcelAtExam.com has compiled a vast repository of maths questions that were asked in premier MBA institutes(A sample of these questions are given in Web-Site, solutions to these questions and more examples are given in [ExcelAtExam.com Study Material](#)

- [Why do the interviewers ask you this question?](#)
- [Sample of 35+ questions asked in MBA Interviews in the previous two years - check your quantitative skills](#)
 - [Statistics and Probability related questions](#)
 - [Geometry and plotting values](#)
 - [Simple Puzzles and Number theory](#)
 - [Solving differential equations and integration](#)
 - [Miscellaneous Questions](#)
- [How should I prepare for Quantitative Questions?How much time will it take me to prepare?](#)
- [What if I cannot answer the question being asked to me?](#)

-
- Why do the interviewers ask you this question?

When the evaluator asks you this question, it could be because :

1. He wants to test your mathematical abilities. Several courses in MBA - particularly Finance and Marketing Research require a fair understanding of mathematics. Interviewers would like to check out whether you have the aptitude and knowledge of quanti-stuff.

2. Quantitative questions could be a good test for your analytical abilities. There could be more than one way to solve a question - and the manner in which you analyse and solve the question will help the interviewer gauge your analytical skills. Candidates are usually asked to come to the board to solve these questions - thus interviewers can easily understand a candidate's ways of thinking about a problem. Usually, interviewers also give hints to the candidate and try to find out whether he can then analyse the problem correctly. 3. How do you handle yourself in case you cannot answer a mathematical question? Do you become tense, do you feel that you have no more chance of making it through, or do you have a "never say die" attitude?

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- Sample of 35+ questions asked in MBA Interviews in the previous two years - check your quantitative skills.
 - Statistics and Probability related questions

Q1 : What do you mean by bimodal distribution? (**D. Senthil Kumar, IIMB**)

Q2 : If you are given five pastries, how many ways can you choose one or all of them? - (**Amit Agarwal, IIMC**)

Q3 : Tell us what you know about Laplace transforms. (**M.F.Ghaus, IIMC**)

Q4 : What is statistical quality control and how do you measure the upper and lower limits in a "Cumulative Sum Chart?" - Rajashri Mitra)

Q5 : What are type I and type II errors in statistics? - (**Prabhash Thakur, XLRI**)

Q6 : What is the importance of Standard Deviation? (**D. Senthil Kumar, IIMB**)

Q7 : What is Normal Distribution and Poisson's Distribution? (**S. Venkatesh, IIMB**)

Q8 : Do you know "If two guys get different marks in subjects, one guy gets all marks in 60's with average 65 - std. Dev. Less. Another guy gets marks in the range 40-80, average 65 again but standard deviation is more. Which guy is better? (**Girish M., IIM Lucknow**)

Q9 : What is regression? Where is it used? - (**Prabhash Thakur, XLRI**)

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◦ **Geometry and plotting values**

Q10: Prove that area of a circle is πr^2 (**Aarthi Ramakrishnan - IIMC**)

Q11 : What do you mean by point of inflection? What is its significance in double derivatives? - (**Amit Agarwal, IIMC**)

Q12 : Interviewers gave me a function in the form of $y = f(x)$. They asked me to plot the values of the graph - x and y could take any values. (**M.F.Ghaus, IIMC**)

Q13: Plot mod of dy/dx . (**Arshdeep - IIMC**)

Q14: Prove that $\sin^2 + \cos^2 = 1$ (**Aarthi Ramakrishnan - IIMC**)

Q15: What is the equation of an hyperbola? (**Simi Goyal, IIM-C**)

Q16: "Can you tell us the equation of a rectangular hyperbola? Please come to the board and draw the graph of a Rectangular Hyperbola on the Cartesian co-ordinate system." (**Kaushik Paul, IIMB**)

Q17: The sum of the angles of a triangle is 180 degrees. Prove the statement. (**Vinayani - IIMC**)

Q18: what is the value of π ? (**Aarthi Ramakrishnan - IIMC**)

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◦ **Simple Puzzles and Number theory**

Q19: One mathematical question was asked - $ACDECTM + REDDTM = PRERABD$ find the numerical values of the alphabets used (do not remember exact question, but the question was similar to above)- (**Kuldeep IIMC**)

Q20: Suppose bird is in a cage which is attached to a weighing machine - when it flies, then the weight shown in the weighing machine differs. Now the bird is shifted to a closed cage, will the weight differ now? (**Arnab Saha - IIMC**)

Q21: Tell us a simple algorithm to find out whether a given no. N is prime or not. (**B-shrikant, IIMC**)

Q22: Find out square root of N (say that is N') Check whether any number from 1 to N' is divisible by N. (**B-shrikant, IIMC**)

Q23: Can you draw a line measuring exactly square root of two? (**Aarthi Ramakrishnan - IIMC**)

Q24: Write the algorithm to calculate square root of a number. (**Namit Agarwal, IIMA**)

Q25: If average of 20 nos. is 1600, smallest number is 80. What is the largest number? (**Girish M., IIM Lucknow**)

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◦ **Solving differential equations and integration**

Q26: I was asked to come to the blackboard. Then they asked me to solve a differential equation. **(M.F.Ghaus, IIMC)**

Q27: Integrate $(\log x)$ **(Vinayani - IIMC)**

Q28: Give me a function such that $f(x) = f'(x)$. **(Shriram N. - IIMC)**

Q29: Write a differential equation on the board which studied in school. **(Arnab Saha - IIMC)**

Q30: A problem of differential calculus was asked **(Chebiyyan. V. B. Sankar, IIMA)**

Q31: (In BHU Grade Point System, Grade Point is converted to percentage by a big formula which was written in the sheet :

Percentage = $17 + 6.95 Y + \{m * (Y-6)^3\}/15$ (m is a constant and Y is the Grade Point)

Why do you use the cube term? **(Vinay Arora, IIMA)**

Q32: Is the above equation linear? How has the equation been derived? **(Vinay Arora, IIMA)**

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o **Miscellaneous Questions**

Q33: What do you mean by bubble sort algorithm **(B-shrikant, IIMC, Nitin Darabari, IIMA)**

Q34: Derive equation of motion. **(Namit Agarwal, IIMA)**

Q35: There are two trucks moving in the same speed - one of them is empty and the other is loaded. On applying brakes, which will come to stop first? **(Annprit Sahara, IIMA)**

Q36: Express the multiplier effect of the carelessness or a person on society mathematically - this question was asked because the candidate had forgotten to take his certificates. **(Abhishek Poddar, IIMA)**

Q37: What do you mean by the "Travelling Salesman problem", **(Nitin Darbari, IIMA)**

Q38: Suppose a ladder is sliding down when it is leaning against a wall. What is the maximum area it will enclose during falling? **(Chebiyyan. V. B. Sankar, IIMA)**

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• **How should I prepare for Quantitative Questions? How much time will it take me to prepare?**

Have a look at the [Sample questions asked to students](#) in different MBA Institutes. How many of these questions were you able to answer?

If you could confidently answer more than 90% of the sample questions, then with a little extra effort, you can easily answer most quantitative questions asked... You are a "Quanti Genius..."

If you could answer less than 50% of the sample questions, you need immediate coaching to prepare for the quantitative questions that might be asked. Time taken to prepare depends a lot on your confidence in mathematics and the effort you can put in . To start with, [Study ExcelAtExam.com study material](#). The Study Material provides you :

- o Answers to the sample questions given here
- o Most Frequently Asked Mathematical Questions in MBA Interviews.
- o Advice on what to read and how to use your time optimally to prepare for these questions.

Then, you can put on your reading caps and start mugging...(well, some people say that you cannot mug up maths)

With proper preparation, you can be sure of answering most of the quantitative questions that could be asked to you in that critical MBA interview.

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- What if I cannot answer the question being asked to me?

Ask a candidate who was unable to clear that important interview and the usual reply is "Well, I could not answer the initial questions asked, and became very tense and nervous". Not being able to answer the quantitative questions could affect your performance in the whole interview. Quoting Dale Carnegie, "Interviews are only 20% based on facts, and 80% based on perception and communication skills"

Check out some examples:

- Interviewers have asked you a couple of quantitative questions which you could not answer: Sir, I have not been in touch with mathematics for about ".... years" now - the last time I read mathematics seriously was in "College or Class - XII or....". However, being a quick learner is one of my strengths and I know that I will be able to learn mathematical concepts if needed in the MBA course at ".....". Since I am "an Arts, Economics...." student, I have been studying "....." for the last few years.
*This is a very good way to evade the questions you are not very comfortable with - tell interviewers 1. that you are not well prepared for the question being asked, 2. that you can pick up the concepts quickly if required, and 3. try to veer the interviewers to the areas where you are more comfortable. **If you are not comfortable with mathematics, the lesser the time interviewers spend asking you quantitative questions, the better for you***
- Interviewers have asked you a question and you are not very sure of the answer
Best way to go about it is to say "Sir, I am not very certain of the answer, but I would like to take a logical guess." Then, there would not be much of pressure from the interview panel to probe deeper into your understanding of the subject. Rather, they will gauge whether your guess is good or not.
Note : Some intelligent candidates use the "Sir, I am not very certain of the answer, but I would like to take a logical guess" ruse even when they know the answer to the a question pretty well. Then when they "guess correctly," it creates a very good impression on the evaluator.
- Never lose your cool - We know that doing well in the Interview is very important for you, it could make a difference to your career(maybe your life), that you have prepared for the last one year(maybe more) for the critical MBA exams...
Perhaps you are tense and nervous
And that is why prior preparation helps... Studying [ExcelAtExam.com Study Material](#) will give you an idea of the questions you could be asked and how you should answer them. [Participating in mock GDs and Interviews conducted by ExcelAtExam.com](#) will familiarise you with real-life situations faced in MBA interviews - so that when you go for the final interview, you are confident and totally prepared...

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ANSWERING STANDARD QUESTIONS

Ques : Why do you want to do Management? -- Why MBA?

Of the [250+ candidates who successfully qualified](#) the selection procedure of premier Indian MBA Institutes, more than 70% of the candidates were asked this question. So, there is a very good probability that you may also be asked the same question - Do be well prepared with an appropriate answer.

- [Why does the interviewer ask you this question?](#)
 - [A cliché\(or poor\) answer](#)
 - [Critical analysis of the standard answer](#)
 - [Some good sample answers.](#)
 - [How should you prepare for this question?](#)
 - [How can you make the answer stand out from those given by other candidates?](#)
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- Why does the interviewer ask you this question?

When the evaluator asks you this question, it could be because :

1. He wants to know whether you have a well-planned out career plan or are you still undecided about what you want to do in life. If you have a career plan, how well an MBA gels with your broader goals in life.
2. He would like to know whether you have felt a need to do MBA or it is just your desire/wish to study in an institute of repute.
3. He would like to know whether you have got some skills or abilities which would make you a good manager.

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- A Cliche(or poor) answer.

I would like to do Management from "...." because it would help me in furthering my career, earning a better pay and reaching higher levels in an organisation.

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- Critical analysis of the cliché(or poor) answer.

The above answer suffers from some major deficiencies :

1. The answer is rather cliché and does not make the candidate stand out from other MBA aspirants.
2. The answer is very general and does not tell the examiner what he is looking for when he asked you this question, i.e. about your career plan, need to do MBA or your suitability for management.
3. Although money may be the final motivation for most MBA-aspirants, many evaluators do not like it to be stated as one of your motives for doing an MBA. So, to be on the safe side, avoid saying that you want a better pay as the motivation to do MBA.

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- Some good sample answers

1. **(For a person who has worked in the shop floor of a company)**

Sir, after graduation, I have worked in the shop floor of "..." for "..." years. It has been a rewarding experience - I have

become a good leader and am presently leading a group of five workers. I have also become an effective team player as I interact with several groups of people to sort out contentious issues

However, at times I feel handicapped especially when dealing with people from other functional areas like finance and systems - I find it difficult to understand their *lingua franca*. Moreover, there are several problems I face in scheduling of jobs in the shop floor etc. where knowledge of Operations Management could be of help.

Management from "...." would provide me broad overview of different functional areas like finance, systems and operations. This would help me analyse issues from diverse perspectives, which is a necessary pre-requisite for reaching top management position in any organisation - which is my career goal.

A very good answer as it has demonstrated to the interviewer that the candidate is:

- *A good team player and leader*
- *Has felt the need to do Management*
- *Has a career goal of reaching top management position and knows how an MBA would help him in that goal.*

2. (For a candidate who would like to go into entrepreneurship / family business and without work experience)

Sir, for "..." years now, I have been involved with my family business which is "...." While working in my company, I interacted with several people who are very hard workers and over a period of time, have developed expertise in their areas of specialisation.

However, I realise that after a certain level, hardwork by itself is not sufficient. A good entrepreneur must be able to generate ideas, look at the pros and cons of available alternatives and once he decides on a particular course of action, he should be able to implement his ideas.

While doing management from "...", I will have the opportunity to interact with some of the best brains - both students and faculty of "...". Case studies and Class discussions would improve my ability to look at issues from diverse perspectives and hone my analytical and problem solving skills. Moreover knowledge of different functional areas would provide me a deeper understanding of how business is done. This would help me become a successful entrepreneur which is my career goal.

This is also a good and comprehensive answer - check out [what the interviewers are looking for](#), and see for yourself how appropriately the candidate has answered the question.

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• **How should you prepare for this question?**

Your main objective in answering the question is to show that you are clear about your career plan and how an MBA would help.

Here, giving examples from your past experiences would be a very good strategy - it enforces whatever you say.

However, this question, like several other questions can-not be answered in isolation. In answering this question, you must also see that the answer is in sync with

- Your strengths and weaknesses
- Your career plan
- Your past academic background
- Work Experience
- Extracurricular activities and hobbies
- etc...

There is a 70 percent probability that this question could be asked to you during that critical interview. So, take this question very seriously. Go through the [ExcelAtExam.com Study material](#) to check out how successful candidates have answered this query.

- If you know a person who has done an MBA from a premier Indian MBA school, get in touch with him/her - and ask him/her how MBA has been of help. Maybe that will give you some ideas...
- Just glance through the [course and curriculum of the MBA school](#) where you expect an interview call. That would also be enlightening
- Do some introspection, Why do you really want to do an MBA ?.

If you can convince yourself that you need to do an MBA, then you can also convince the interviewers.

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- How can you make the answer stand out from those given by other candidates?

1. Examples. Personal examples of your experiences(at work or in college) make the answer more authentic and relevant to your context only. Check out how [success stories](#) have answered the question.

2. Quotations. Read some good books on successful managers ("Lee Iococca' autobiography", "Snapshots from Hell", "Pepsi to Coke", "Bill Gates - The road ahead", "Beyond the blue mountain" - there are quiet a few interesting books...) Take specific quotations from such books to substantiate what you say. You can also check out the [MBA school you want to join](#). Quoting the Director or Dean of the institute, or from the logo or mission statement of the institute would be rather impressive.

3. Humor. Go down memory lane - think of that goof-up you had in work or organising an event due to some reasons(lack of proper communication, the finance guy not understanding what the marketing guy said, the project falling behind schedule because no proper planning done ...) - if you found the situation humorous then, and think that management would help remedy the issue, you can put that goof-up example as a good starting point to demonstrate why you want to do an MBA.

4. Do some Lateral Thinking - Day-dream a bit and let your creative juices flow... You will definitely come up with some really good ways to answer this question better. If you are relatively free, I would suggest you read "Lateral Thinking" by Edward De Bono. Maybe, it would not answer the question for you, but nevertheless, it is an enlightening book to read.

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